PATENT

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE

Appl. No.:

09/802,367

Confirmation No.: 8322

Applicant(s):

Michael E. Last

Filed:

March 9, 2001

Art Unit:

3629

Examiner:

Mooneyham, Janice A.

Title:

SYSTEM AND METHOD FOR POSTING AVAILABLE TIME

SLOTS TO A NETWORK HUB

Docket No.:

043455/274252

Customer No.: 00826

Mail Stop Amendment Commissioner for Patents P.O. Box 1450 Alexandria, VA 22313-1450

DECLARATION OF JOSEPH P. ABELE

1.

I, Joseph P. Abele, am over twenty-one years of age, am of sound mind and health, and am otherwise qualified to give this declaration, and I do so freely as my own voluntary act, without any duress or coercion.

2.

I have been employed as an independent contractor for website development for Last Minute Tee Times, Inc. (hereinafter "LMTT") since September 28, 1999. I have handled substantially all development, testing and maintenance of the LMTT website.

My first conversation with Michael Last regarding an online tee time reservation system occurred in February 18, 1999. At that time, I worked for a company called Golf-Links.com, Inc., and Michael Last was a potential client.

4.

In September 22, 1999, I had a conference call with Michael Last and Todd Gebron (my Golf-Links.com partner). Michael Last was considering dropping Tee Master for development. He defined his need for custom programming of a golf reservation website and laid out his plans.

5.

On September 28, 1999, Michael Last submitted an LMTT online specification to me for development attached as Exhibit A. I began work on developing the website and database according to Michael Last's specifications.

6.

The first reservation in the LMTT database is a test reservation created on October 21, 1999 at 3:32 pm as Reservation Number 920.

7.

On October 27, 1999, LMTT launched its beta site for testing and demonstration of online booking capability. The golfer interface was a web page that included multiple tee times at multiple courses, less than the entire tee sheet of times for a day, available at the golf courses for reservation. In relevant functional respects, the golfer interface was fully functional to execute the claimed method to serve the golfer web page and to take reservations from the golfer via the Internet. In its functional aspects in terms of the golfer interface, the beta site is that that has always been used on the LMTT website.

8.

The first reservation by someone outside of LMTT occurred on October 27, 1999 at 2:16 pm by Blair Krause as Reservation Number 937.

9.

In November 1999, we made some minor modifications to the website for testing and demonstration of online booking of tee times. None of these changes are relevant to the claimed features of the LMTT website.

10.

On November 28, 1999, the first commercial version of the LMTT website was released after I completed its development along with modifications noted as desirable after beta testing of the LMTT website.

11.

On November 30, 1999, the first actual reservation was made on the LMTT website by a golfer using a web browser on the Internet, reserving a December 3, 1999 tee time.

12.

On December 1, 1999, the LMTT website <u>www.lmtt.com</u> officially launched the online reservation section, permitting golfer's to access the website via the Internet.

13.

Throughout the entire time period from specification of the LMTT website features on September 28, 1999 through completion of the beta test site on October 27, 1999, through completion and launch of the actual website on December 1, 1999, I worked diligently to develop and implement the actual working website for LMTT embodying a golfer interface. In fact, full development for a website of this nature from its specification in September 28, 1999 through the development of the beta test website on October 27, 1999, and further through launch of the actual website on December 1, 1999, is extraordinarily fast for a website of this nature, demonstrating our diligence in producing a working website that implemented the method of serving golfer web pages as claimed in the subject application.

14.

From the beginning, the LMTT website had a hub server configured to receive and respond to requests from golfers via web browsers and personal computers via the Internet to generate a web page listing multiple tee times for each of multiple golf courses on a single web page, yet less than the entire tee sheet for the day.

In the normal operation of the hub server and database of the LMTT website in the usual course of the business of LMTT, there is a "Date Created" field for each database record which is populated automatically by the LMTT database server. No code in the LMTT system ever modifies this field. The only way it can be changed is by me manually. I am the only one that can access the database in this capacity, and I hereby testify that I have not changed these dates and that they are in fact the dates set by the database server when the data was originally stored. The dates in the LMTT database are sequential and show a booking history that is consistent from the time that the LMTT website was developed through to the present date.

16.

In my work with LMTT, I have been personally involved in the development and implementation of various versions of LMTT's online tee time reservation system, services and related technology in which prospective golfers can access available tee times that are posted to a hub server by multiple golf courses. I thus have directly witnessed all facts stated in this Declaration through my personal involvement with development and implementation of the LMTT online tee time reservation system and services while employed by LMTT.

17.

I hereby declare that all statements made herein of my own knowledge are true and that all statements made on information and belief are believed to be true; and further that these statements were made with the knowledge that willful false statements and the like so made are punishable by fine or imprisonment, or both, under 18 U.S.C. 1001 and that such willful false statements may jeopardize the validity of the application or any patent issued thereon.

Joseph P. Abele

Date



Design Specification for "LMTT Online" Rev 1.0

Prepared for: Golf-Links

Prepared by
Mike Last
Last Minute Tee Times

9/28/99

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1.0 Introduction-

This specification details the screen layouts and functions for a software package that is envisioned by Last Minute Tee Times, Atlanta. It summarizes a number of emails, faxes, etc. that have been exchanged previously under existing NDA between Last Minute Tee Times and Golf-Links. The primary intent of the new software is to allow daily fee golfers to easily book a next-day or advance tee time at a multiple local courses in conjunction with the LMTT web site. Golf courses will allocate times throughout the week and "LMTT Online" will provide a new way to market these times to locals, visitors, etc.. The primary consideration is ease of use for the golfer and the ability to quickly generate accurate reports for billing. The longer term goal is to install the full up Golf-Links package at each course.

Last Minute Tee Times Available for 9/29/99

Arbor Spring	Bride Mill	Covton Plantation	GA National	Georgia Resort	Laurel Springs	Orchard Hills	Southla nd	St. Marlo	Towne Lake
7:30	7:38	9:07	8:56						
8:40	9:36	10:07	9:45		ETC		ETC		ETC
10:10	12:05		2:16						
	1:27		4:08						
	3:28								

Figure 1- Next Day Matrix (maximum of roughly 550 pixels wide)

2.0 User Interfaces-INTERFACE FOR GOLFER:

LMTT will provide the necessary web "frames" to house the new Golf-Links layout. The web surfing golfer should be able to view and book:

- all next day tee times available at up to approximately 20 courses (at least 10 per screen as shown in Figure 1), allowing a maximum of 5-10 tee times per course.
- all available "advance" times at any ONE course (available via pull-down menu) for one week out (same as in Figure 1 except seven different days of times for a single course- days of the week along the horizontal axis). Once again, 5-10 tee times per course maximum depending on speed of refresh achievable.

Note: The frame displaying available times/ booking times should be a maximum of 550 pixels wide. The Golf Links "clipboard" effect is highly desirable as it exists today if possible.

LMTT PROPRIETARY

The user interface should allow for a booking with a minimal number of steps. It should simply ask for user name, password, number of players (used to search times). After verifying user name/ password, the golfers can see next-day and advance tee times. Upon clicking on an available time, the golfer goes immediately to a "Please confirm your booking" screen where he is given the option of entering additional information about his group and confirming his reservation. Upon confirming the information on this screen, the golfer receives a confirmation that he can print and bring to the course.

Day to day Operations: Tee times will be manually "internet enabled" by LMTT every Sunday night for a two week window. Tee times will be made available for booking one week in advance. Using this method, we are guaranteed to have valid times for one week out at any course. ALL LMTT bookings will be made through the new software so that accurate records can be kept for billing purposes.

Rules: A single cannot book a tee time by himself. Once a tee time is partially filled, a single may join the group (this is why we need to ask how many players in the group). As stated above, tee times will be bookable within a one week window.

Registration Page- Golfers should initially be asked to register as a "LMTT Member" before viewing available times for booking. The required input fields for registration are name, email. The optional fields are address, phone, cc number (to speed up process for them later). The terms of use should also be included on this page... including policy on no-shows. The registration page should have an "I agree" box regarding LMTT policies. CC number will be required (not charged) for actual booking.

INTERFACE FOR HOTEL PERSONEL (KEY):

It is essential to have a slightly modified user interface for the hotels. Each major hotel will be assigned a user name and password and will have access to a unique area of the page. The additional fields required are "golfer name", "hotel person booking reservation". A field for cc number of the guest may be desirable (just as motivation). We will have the hotel name by default (user name/password assigned to all major hotels).

3.0 Configuration Tool for Call Center/ Operator

This tool is essential for the efficient loading of the available times for Internet booking.

The manual "internet enabling" of times requires that groups of tee times can be easily enabled for multiple days for as much as weeks/ months ahead. Assume that the entire tee sheet will be visible (to the person "enabling" the times) for each course. The "enabler" must be able to quickly enable (and disable) the times that will be designated "LMTT times" and for each course. Once a time is

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"enabled" (and assuming it fits within the one-week window), it is available for booking via the Internet.

4.0 Call Center Multi-course Tee Sheet View

The call center is in effect a multi-course clubhouse. Names of players on the tee sheet that are booked by LMTT should be visible to the call center personnel. It is also required that a tee time may be manually booked at the call center (a time that is not previously designated for LMTT)... for example, a call comes in on a Tuesday morning for a Tuesday afternoon ("last minute") tee time. In this case, the call center agent should be able to manually book a tee time while speaking directly with the club to confirm availability. This creates a record of the booking for billing purposes. A pull down menu is envisioned so that the call center can choose the course and see the tee sheet for that course. Assume roughly 20 courses. The call center entry screen should include all the fields necessary to create a new member while booking his first time through LMTT. (KEY) This can be in the form of a separate "create new member" screen and should include all of the necessary fields for the hotel interface. If a call comes from a hotel, we need to be able to record the name of the hotel person making the call along with the guest/ golfer's name.

5.0 Reports

Detailed reports must be generated each month for each course. These reports include details of each reservation made. A simple list showing the date, tee time, name, number of players, and hotel person (if applicable) for each reservation should be generated each month for each course. This should resemble a phone bill. It is also essential to designate whether the time is a "last minute" time (defined as booked after 5PM the night before OR the day of) eg- "peak vs. non-peak" on a cellular phone bill. Totals for each course should be provided for both "advance" and "last minute" rounds. These reports are included with each invoice to the course and are used as the basis for billing.

6.0 Auto-fax

Each night (at roughly 4 AM), each LMTT course will receive an automatic itemized fax from LMTT which provides detailed reservation information for all reservations booked the previous day. Once again, date, tee time, name, number of players should be sufficient for the fax. In addition, LMTT will receive an autofax which details ALL of the tee times booked during that 24 period at all of the courses.

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DECLARATION OF JOSEPH FERGUSON

1.

I, Joseph Ferguson, am over twenty-one years of age, am of sound mind and health, and am otherwise qualified to give this declaration, and I do so freely as my own voluntary act, without any duress or coercion.

I considered investing in Last Minute Tee Times, LLC ("LMTT") in early to mid 2000. Ultimately, I decided not to invest in LMTT so I do not have, and never have had, any equity or other interest in LMTT.

3,

What prompted my interest was reading an article in 2000 about LMTT in a local magazine "Points North" that showed the golfer web interface listing multiple tee times, less than all tee times for the entire golf day, for each of multiple golf courses on a single web page.

Exhibit A is a copy of the "Points North" article mentioned above.

5.

As part of my research on LMTT, I reviewed the websites of numerous online tee time companies including the Linkstime website. To the best of my recollection, none had the golfer interface described above.

6.

Attached as Exhibit B are screen shots of various golf reservation tee time websites I printed out and provided to Michael Last, LMTT from May 2000, none of which have the features of the LMTT website described above.

7.

I hereby declare that all statements made herein of my own knowledge are true and that all statements made on information and belief are believed to be true, and further that these statements were made with the knowledge that willful false statements and the like so made are punishable by fine or imprisonment, or both, under 18 U.S.C. 1001 and that such willful false statements may jeopardize the validity of the application or any patent issued thereon.

IN WITNESS WHEREOF, we have hereunto set our hands and seals on this 11/h 2005 day of 1 EBRL Joseph Ferguson (SEAL) STATE OF SS: **COUNTY OF** a Notary Public for said County and State, do hereby certify that Joseph Ferguson personally appeared before me this day and acknowledged the due execution of the foregoing instrument. Witness my hand and official seal, this the day of _, 2005. (Official Seal) My commission expires: Alston & Bird

Point, Click & Golf

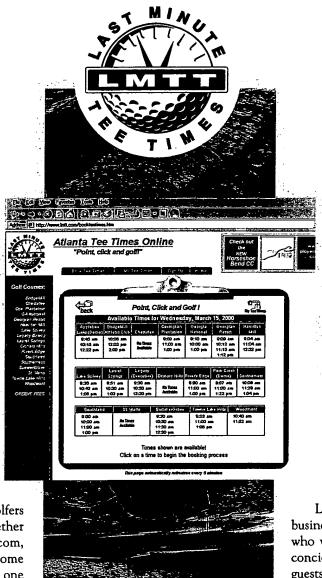
Alpharetta Resident's Site Matches Golfers With Available Tee Times at Area Courses.

BY CHARLES BRADEORD

he golf carts have been put away; the pro shop is closed: and action at the 19th hole is in full swing. Unfortunately, you forgot to reserve a morning tee time for you and your clients, and no one at the course will answer your vital call. How do vou save face at the last minute so your clients can save par tomorrow? Like an old, trusted sand wedge, Last-Minute Tee Times (LMTT) can help you out with a quick phone call or the click of a mouse.

Mike Last, an electrical engineering graduate of Georgia Tech, left a job in high-tech business development to launch

his own Web business that links golfers and Atlanta-area golf courses together at the last minute. At LMTT.com, golfers access next-day (and some advance) tee time availability on one screen. Last-minute times are gathered each night and posted directly to the site, making them available to callers and Web browsers alike. The service is free to the golfer because LMTT is compensated by the courses to clear out their "distressed inventory." The result is like a 4-inch putt for both golfers and the courses.

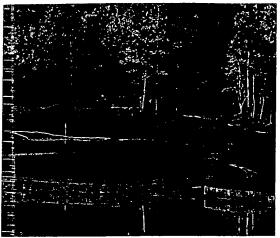


"Essentially, we make tee times easy. We centralize tee-time reservations into one online 'hub,'" Last said. "Golfers in north Atlanta, and visitors from all over the world, can see available tee times at several Atlanta-area courses on one screen." So, rather than scrambling for a last-minute tee time, golfers can spend more time scrambling for par.

"In addition, a quality golf course often will get a cancellation for the following day just before closing its pro shop for the night," Last said. "We gather these valuable tee times and post them to our site, making them available to Atlanta golfers and visitors."

LMTT has become a huge hit with business travelers and pleasure seekers who visit Atlanta, as well as with many concierges who aim to please their hotel guests. LMTT brochures are visible in many hotel lobbies throughout the city and are responsible for driving the young business's increasing revenues.

LMTT.com is easier to navigate than a short par-three and includes descriptions about its member courses. At present, approximately 20 courses are listed, and several more are coming soon. Six of those are located north of



The challenging, par three 14th hole at Hamilton Mill.

downtown, including Bridge Mill, Laurel Springs, St. Marlo, Hamilton Mill, Towne Lake Hills and Woodmont. The site soon will feature Hampton Creek and Bentwater, as well.

Last, however, maintains that Atlanta's best golf values can be found in the opposite direction. "To be honest, I



find that the real golf values are located south of Atlanta," he said. "North tends to be the high-rent district. Recently, however, a new course, Woodmont, opened in Canton. At \$55 per round during the week, I consider this Robert Trent Jones course a good value. In fact, they spent \$11 million to build the course and will spend nearly \$1 million per year on maintenance of the course."

Last said that all LMTT courses in north Atlanta offer low handicappers a challenging round of golf. "While many of the low handicappers tend to join the private clubs, such as Settindown Creek, Atlanta National and the Golf Club of Georgia, almost all of the newer, semi-private clubs in north Atlanta pack plenty of punch from the 'tips."

And, if you don't mind investing a full day for a golf outing, Last said that Tom Fazio's "The Frog" in Villa Rica, Southerness in Stockbridge, Orchard Hills and Summergrove in Newnan and Georgia National in McDonough all are well worth the trip to play.

For the many golfers who choose not to join a private golf or country club but would enjoy playing at some of the area's more exclusive clubs, LMTT is working on a few initiatives that will make this possible. LMTT soon will be able to book limited outings at some of these exclusive clubs and give the daily-fee player a chance to play them. Some private clubs already offer select tee times to guests of the higher-end hotels that LMTT works with, Last said.

Since the company's introduction of online tee times in Atlanta, LMTT already has more than 1,100 golfers as registered users booking tee times on its Web site. These golfers are from all over the country and around the globe. In fact, LMTT has booked tee times for golfers from 43 different states and nine different countries. The convenience and detailed information keeps them coming back for more.

Last-Minute Tee Times is making its plans for future business expansion, not only in Atlanta but in other markets as well. It is working diligently to add courses to the service and plans to have a minimum of 25 by year's end. The company also has developed a method by which member courses can post their own last-minute times directly to the LMTT Web site (patent pending), and the service will be provided for LMTT courses this spring. LMTT also has a patent pending for the way multiple courses' tee times display on one screen.

Last has been approached by individuals to offer LMTT's services in several other hot golf markets, such as Charlotte, northern Ohio, Scottsdale and Boston. He is in the process of raising more than \$1 million from accredited private investors and plans to use that money to accelerate the rollout in Atlanta, to expand to other cities, and to complete the development of the LMTT software by adding new features.

Among LMTT's board of advisors/directors are Herman Vonhof, the visionary behind the Georgian Resort and Grand Cypress; C.J. Fitzgerald, CEO of TenNorth Software, a fast-growing, business-to-business Internet company; and Wayt King, a local patent attorney and strategist.

Last-Minute Tee Times plans to expand rapidly but wisely. Last has a detailed business plan that is as important to him as an accurate yardage book is to a PGA professional playing at Augusta National for the first time. Course management is essential, and Last is squarely focused on providing golfers with more courses and more options in the future. It's just a chip and a putt away!

"Imagine being able to go to your personal computer at 10:30 p.m. (after you hear the weather forecast has improved for the better) and see tee times for the next morning at 40 area courses on one screen," Last said. "In addition, we will continue to provide a free service to help golfers find the right course for their business and social outings; and we'll soon be adding additional online services that will provide added convenience for Atlanta golfers."

For more information visit www.lmtt.com or call (770) 664-GOLF.



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Growth potential drives dot-coms By Bruce Horovitz USA TODAY (April 13, 2000)

The fairway is just a click away.

Dot-coms are vying to cash in on a piece of the \$60 billion that Americans will spend on golf this year. Their e-twist: booking tee times online.

No more dialing and redialing the clubhouse or pro shop. No more waiting in long lines for tee times. No more lost sign-up sheets. If you can order pizza and pet food online, why not book tee times?





Driving all this: a mere 65% occupancy rate at the nation's 16,000-plus golf courses. While swank courses such as Pebble Beach turn golfers away in droves, hundreds of municipal, public and semiprivate courses are starving for additional business.

Meanwhile, the country's 26 million golfers each book an average of 20 tee times every year.

Over the past two years, more than a dozen firms have created online tee-time sites. Most sites make about \$5 commission for each tee time booked. Many also plan to profit from sales of golf equipment, golf vacations and ads.

But there are potential snags. Among them: a limited choice of courses, and yet another group of marketers eager to gather valuable data on an affluent group of consumers.



And convincing golfers to sign on in order to sign up for tee times is no chip shot. Fewer than 1% of tee times are booked online nationally.

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"Right now, the whole thing is a mess," says Mike Stachura, associate editor of Golf Digest. "One year from now, only three of these companies will be around. And,

ultimately, probably just one."

Some golf courses have had much more success than others with online bookings. Nearly 10% of tee times are booked online at Lyman Orchard Golf Club in Middlefield, Conn. But some golfers are leery, says Matt Burgess, assistant pro at the club. "At lot of golfers want the name of the guy they talked to -- not a confirmation number."

Four key sites:

BANEY -

* Teetimes.com For the moment, this is arguably the most successful site, booking nearly 1,000 rounds a day. "That's as much as everyone else combined," says CEO Tim Harris, who recently signed on golfer Curtis Strange as spokesman and minority owner.

The site focuses on East Coast courses. It lists about 100 courses but plans to have nearly 1,000 by year's end.

BANELY ->

* Book4golf.com It won't be running until May, but it threatens to ultimately be the "bigfoot" of tee-time sites.

It has signed exclusive contracts with two of the largest golf course operators in the country: American Golf and Meadowbrook Golf Group, CEO Phil DeLeon says.

In a publicity stunt Wednesday to show how easy it is to book tee times from any location, Book4golf sent world-class climber Ben Webster on an expedition to the base camp on the 17,388-foot level of Mount Everest. There, he used the Web site to book a tee time for a future round.

(DEAD) A

* Greens.com CEO Steve Darrow projects that nearly 50% of all tee times will be booked online within four years.

"It's a race for who will own the marketplace," says
Darrow, whose site is expanding into Europe. Darrow says
his site now is booking close to 9,000 tee times monthly.

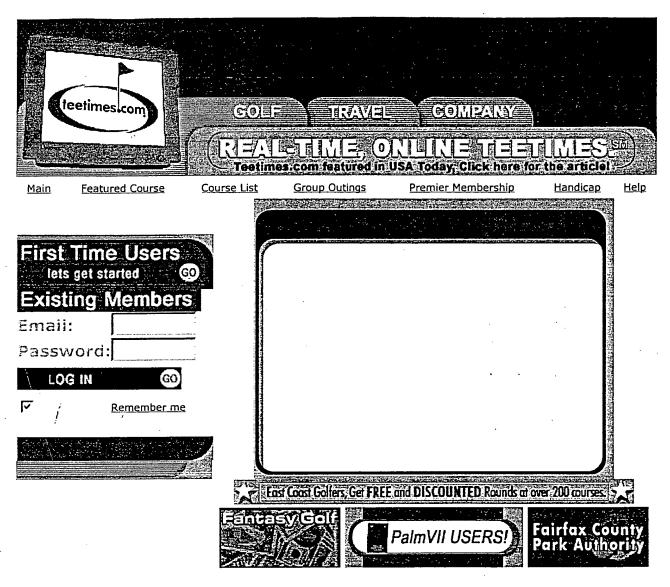
(DEAD) -7

* TheGolfer.com This site is especially big on the West Coast -- particularly in the San Diego area, where it books tee times at Torrey Pines Golf Course, home course for the PGA Tour's Buick Invitational. The site has links with 320 courses, CEO Eric Campbell says.

"The courses want to carefully test the dot-com waters," Campbell says. "They're all afraid of getting burned."

→+Lost? Click here for the SITE MAP ++

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Book a Tee Time GO

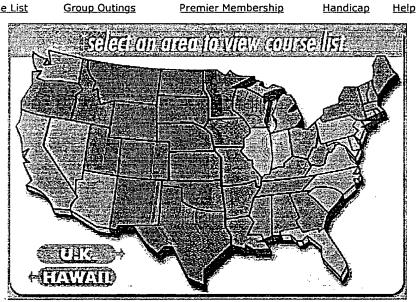
Book a Golf Vacation GO











Or select from the links below

Arizona
California
Delaware
Florida
Hawaii

Illinois
Indiana
Maryland
North Carolina
New Jersey

Nevada
Pennsylvania
South Carolina
Virginia
Washington

United Kingdom

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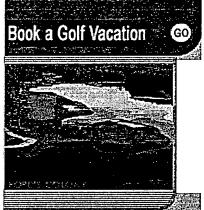
Featured Course

Course List

Handicap

<u>Help</u>







*NEW Regent Park Golf Club *NEW











Let Us Help You With Your Next Golf Outing

Book a Tee Time

Book a Golf Vacation

GO

Course List Group Outings

Premier Membership

<u>Handicap</u>

Help



Teetimes.com, the most recognized name in the golf reservation industry now extends our services to corporations, organizations, and individuals who are planning golf events. This convenient service is perfect for those seeking assistance in organizing group events such as; corporate outings, sales retreats and vacation getaways.

Teetimes.com saves you time and money by negotiating the best possible rates for your golf outing, as well as arranging your travel plans.

In addition, we work collectively with golf course managers and vendors to fulfill every detail of your golf event, including;

- Hotel
- Airfare
- Rental Cars
- Food and Beverage
- Contests
- Tournaments
- Awards
- · Promotional Items
- Banquets
- Photography

Arranging a golf outing can be a demanding and complex task regardless of your experience. Let us help you arrange the best outing your group has ever attended!

Simply complete our <u>brief questionnaire</u> and a teetimes.com professional will contact you within 48 hours to discuss your event, or call (757)253-8808 x119.

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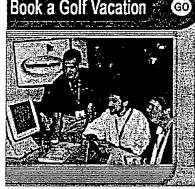
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Using the latest in advanced software applications and high performance hardware, our first product, ForeTeeTimes™, is

simply the world's best Internet-based tee times reservation system. Our second product, <u>Tee-Max™</u>, is the golf world's most advanced revenue management system.

These business solutions work in concert with our <u>Internet Golfer™</u> system, which allows golfers from all over the world to book tee times from the comfort of their homes or offices, getting them to your course much faster.

Internet Golfer™

Tee-Max™

ForeTeeTimes™

Call Center

Web Design







So what does this mean for you?

If you happen to be a golf pro with a pencil and paper tee sheet, you probably find yourself chained to the phone taking bookings instead of spending more profitable time with your golfers. Teetimes.com™ has revolutionized the process, making the booking of tee times as simple as a two-foot putt.

Courses can now capture critical data once and for all, satisfying today's bottom line management requirements.

What separates us from the rest?

In a word: functionality. We've researched and developed revolutionary products for superior course management. We work aggressively with each of our clients to implement a system that suits their unique needs and drives golfers to their courses.

To arrange a FREE demonstration of our award-winning products, contact our sales team at (877)TEE MAXX or through our e-mail -- sales@teetimes.com.

Click Below to Learn More!





ForeTeeTimes™

<u>Tee-Max™</u>





Internet Golfer™

New Media

What do your peers think about our solutions? Click Here!

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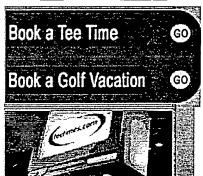
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Advertise



Internet Interface / 24 Hour Call Center - proven connection to more bookings.

Staffed by golf knowledgeable operators, the call center can take all incoming calls, overflow calls or calls at peak times with no busy signals so every golfer can get through to book rounds. Your golf pro and staff can spend less time on the phone, and more time giving lessons, selling retail, and delivering better customer service.



Internet Golfer™

Tee-Max™

ForeTeeTimes™

Call Center

Web Design





Benefits:

- · Never miss phone calls
- · Never put people on hold while answering other calls
- · Spend more time with customers
- · Sell more items from your pro shop
- · No more busy signals for your customers
- · Course specific salutations
- · More time for pros to give lessons
- · Ability to take reservations all day and night long, 24/7
- · Receive and answer more calls
- · Increase revenue by never missing a call
- · Collect important customer information data
- · Perform targeted marketing
- Receive our yield management program free of charge
- · Decrease monthly expenses, phone bills, employees, lease fees
- · Faster service from the shop to the tee box

Call Center: After hours and roll over calls

Benefits:

- Never miss phone calls
- · No more busy signals for your customers
- · Will not miss calls when the course is closed.
- · Take reservations after hours and on the weekends
- · Course specific salutations

Contact our <u>Sales Team</u> to get started!

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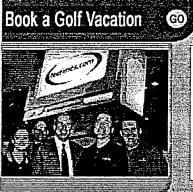
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Tee-Max™



As a course, there's more to increasing revenue than just increasing bookings. Now there's a way to assure that you get the maximum revenue from each booking--Tee-Max™, the ultimate yield and revenue management system.

Working with ForeTeeTimes™, Tee-Max™ is a customizable program that lets you control who can book when and at what rates. Once you set it, Tee-Max™ automatically shows employees or outside booking agents what's available within your guidelines.

Losing revenue because your staff is allowing unprofitable rates to dominate your tee sheets? Running weekday discounts longer than necessary? Want to book more prime times at a premium? These are just some of the hazards you face in trying to maximize your course's revenue. Fortunately, Tee-Max™ can easily be configured to deal with these hazards and more.

To arrange a demonstration of our award-winning products, contact our sales team at (877)TEE MAXX or through e-mail.

What do your peers think about our solutions? Click Here!

Internet Golfer™

Tee-Max™

ForeTeeTimes™

Call Center

Web Design





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Main

Solutions

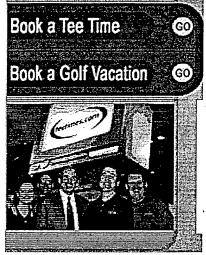
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News

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<u>Advertise</u>



ForeTeeTimes™



Internet Golfer™

Tee-Max™

ForeTeeTimes™

Call Center

Web Design





It's a simple fact--as a golf course, you are in business to sell tee times. Make sure you get maximum revenue out of those tee times with ForeTeeTimes™, the internet based electronic tee sheet reservation system. Unlike paper tee sheets, ForeTeeTimes™ opens up your course to bookings from many outside sources you select, including hotels, corporate travel planners, travel agents and the online golfer. This lets you book high revenue golfers such as business travelers, corporate executives and vacationing golf enthusiasts who are willing to pay premium rates for open rounds and spend more in your pro shop and clubhouse.

It also eliminates a large percentage of calls to the pro shop, so you can spend more time on the driving range giving lessons. In addition, teetime.com's call center can take all telephone reservations or peak time rollovers so that no one gets a busy signal ever again.

Unlike paper tee sheets, ForeTeeTimes™ makes it easy to review performance as well as forecast and manage your revenue.

To arrange a demonstration of our award-winning products, contact our sales team at (877)TEE MAXX or through <u>e-mail</u>.

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Lessons





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If you're looking for OneDag.com. classifiere.

select Tee Times.com



The first nationwide golf reservation system.

Member Special!



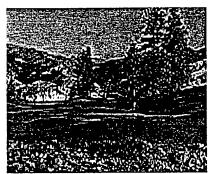
Book a Tee Time from now until May 31, 2000 and you will be entered in a drawing to win a \$500 Gift Certificate from TheGolfer.com.

Booking a Tee Time is ALWAYS FREE.

One lucky TheGolfer.com member will be selected to win on May 31, 2000. There is no limit on the number of times you book. Each booked tee time counts as a new entry. As a member, you can book tee times at over 8,000 public access courses in the United States, Mexico, and Ireland.



Featured Course



Desert Canyon (Orondo, Washington)

Courses

Click here to quickly find a course near you.



TheGolfer.com is the first nationwide golf tee time reservation system. Our FREE service allows you to arrange for tee time reservations at over 11,000 courses available for public play. You can also view available tee times and make reservations directly with member golf courses in real time over the Internet. And TheGolfer.com is available even if you're travelling or can't get access to the Internet, by calling our toll-free reservation center. Plus, every reservation is confirmed in writing for your peace of mind.

GOLF TRAVEL PACKAGES

TheGolfer.com offers a wide variety of golf vacation packages to destinations such as Scotland, Florida, Phoenix and Mexico. Our packages are designed to make your golf vacation an enjoyable, hassle-free experience. Please click here to see more information about our packages.

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THEGOLFER.COM PARTNERS WITH NETOBJECTS GOBIZGO.COM TO TAKE PERSONALIZED APPROACH TO **BRINGING GOLF COURSES ONLINE**

3/24/00

SAN DIEGO, Calif., March 24, 2000 -- Establishing an online business has just become much easier for customers of TheGolfer.com, the industry's first national golf reservation search engine which handles requests for over 8,000 golf courses nationwide. The Golfer.com and NetObjects, Inc. (NASDAQ: NETO), a leading provider of e-business software, solutions and e-business services for small business and enterprises, today announced its partnership to deliver the NetObjects GoBizGo.com online service to give customers of TheGolfer.com web sites, complete with e-commerce functionality.

"We want to help our member golf courses to remain successful and stay ahead in this Internet savvy age that is new to many in the golf industry," said Eric Campbell, CEO and founder of TheGolfer.com. "GoBizGo.com offers our member courses an easy-to-use solution with personalized assistance for getting their business online. As an added value, GoBizGo is designed to grow with their e-business needs."

"There is strong synergy between TheGolfer.com and GoBizGo.com," said Steve Mitgang, executive vice president, small business marketing, NetObjects, Inc. "By offering GoBizGo to its customers, TheGolfer.com is acting on its commitment to help its golf customers every step of the way as they build a successful business. With this partnership in place, we can help TheGolfer.com customers get online and teach them how to promote their sites."

GoBizGo.com, already the number one web site service used by golf shops around the U.S., offers businesses a one-stop solution for creating, launching, marketing and growing an online business. Dedicated to helping small businesses succeed both online and offline, GoBizGo.com provides a new level of personalized assistance that includes Experts in design and other disciplines who provide one-on-one advice and help. There is live customer support with GoBizGo.com and online bulletin boards where businesses can exchange information to help each other. Also included within GoBizGo.com are easy-to-use applications such as ListManager that enables businesses to target email communications to their customers and prospects. Customers of TheGolfer.com will have access to all GoBizGo.com services.

By partnering with GoBizGo.com, companies can strengthen their online service offering and enhance relationships with customers or distributors. The GoBizGo.com experience is seamless from the cobranded partner site to the partner's customer using the GoBizGo.com embedded application service provider (ASP) technology. Through their established marketing channels, current partners such as TheGolfer.com, Deluxe, OfficeMax and US WEST direct their small business clients to the GoBizGo.com online e-business solution.

About NetObjects

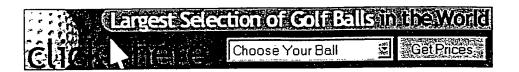
NetObjects, Inc. (NASDAQ: NETO), an IBM affiliate (NYSE:IBM), is a leading provider of e-business solutions and services that enable small businesses and enterprises to build, deploy and maintain Web sites on the Internet and corporate intranets. Through its Small Business Online Division, NetObjects is revolutionizing the ease with which small businesses develop and grow their online business. The GoBizGo.com' online e-business building solution and NetObjects Fusion® software deliver complete online and desktop Web site applications. The NetObjects Enterprise Division is enabling the enterprise to work together more efficiently to develop, manage and update business Web sites with its NetObjects Authoring Server Suite. In addition, NetObjects Professional Services provides intranet and extranet solutions to Fortune 2000 customers and provides training, which encompasses complete Web education on NetObjects products, Web marketing/traffic building, site implementation, graphics and companion products.

NetObjects has been ranked by Softletter 100, NewMedia 500 and as one of Fortune's 25 Very Cool Companies. Its products have won more than 50 awards, including Windows Magazine's Win 100 award, InfoWorld"s Analyst Choice award, CNET's Internet Excellence award, PC Magazine's Editors Choice award and InternetWorld's Industry Award. More information about NetObjects and its products can be found at www.netobjects.com.

About TheGolfer.com

Founded in 1997, San Diego, California-based TheGolfer.com is one of the industry's largest real-time, Internet-based golf reservation network that links golfers, golf courses, syndicated web sites, management companies, hotel personnel, travel agents, into a real-time Internet golf reservation network. TheGolfer.com provides leading-edge technology, along with business and marketing expertise, to member golf courses. Through its www.thegolfer.com web site and toll-free call center at (1-877-486-GOLF), the company offers free golf reservation services to more than 50 million golfers worldwide.

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thegolfdeal.com You! pick the destination @ the price you want to pay.

Select a Destination

Name your package price for:

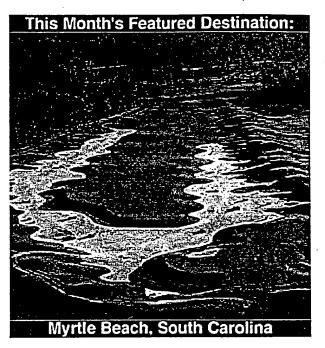


Re-visit us June 1st for the launching of our new site with some great nev/ destinations.

...where you pick the destination, the type of accommodations and the courses you want to play at the price you want to pay. Just Follow The 5 Easy Steps:



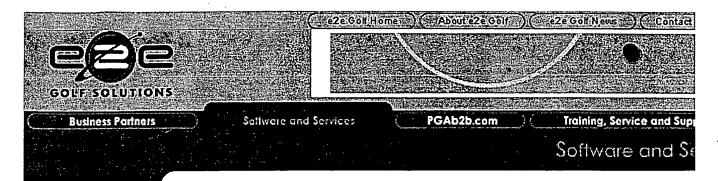
- 1. Tell us your dates
- 2. Pick the courses
- 3. Select accommodations
- 4. Fill in the blanks Submit your price





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Tee Sheet Software

Designed after the most popular tee sheet software available, our tee sheet incorporates only the best features and functions. With our easy-to-use application you'll be able to control inventory and pricing, define "no-show" policies and much more.

Building strong relationships with your customers is critical to the success of your operation. With our tee sheet application you can easily build and manage a working customer database, and begin to create powerful marketing programs to sell more rounds, products and services.

But most importantly, your shop will be automated and capable of accepting reservations through the Internet. Your customers will be able to view and book tee times from virtually anywhere. As a result, you spen phone and more time with your customers.

The second secon

At A Glance Benefits

- Increase rounds
- · Eliminate distressed tee times
- · Save time
- · Increase group and event bookings
- Maximize course utilization
- · Decrease no-shows
- · Utilize customer database to increase play (5% per year)



Efficiency

With the e2e Golf TeeSheet, superior service is just a cli Organize your tee sheet with notes about specific golfers list for those last minute cancellations and even bill mem automatically.

Interactivity

A key feature of our tee sheet software is its interactivity.

work with our Reservation Network, hundreds of Internet
partners are able to view available tee times and book ro

your course. And to help generate additional revenue, you can set discounts or specia certain days of the week. In addition, the tee sheet is also connected to our POS/Inve Which means you can check in golfers and ring up their merchandise with one transa easy as it sounds. With e2e Golf, you'll be automated. You'll be connected. And you'll running in no time.

Features

- Comprehensive individual player statistics
- Supports unlimited number of courses
- Various starter lists
- Checks for duplicate reservations
- · Ability to cut, copy and paste reservations
- Squeeze on
- Waitlist
- Standby
- Golfer and reservation search
- Golfer and course notes
- Shotgun starts

- Tee time search
 Statistical analysis including no-shows, cancellation tracking, greens fees, course utilization, golfer class/type
 Complete audit of changes to the tee sheet
 Cart cards
 Scorecards
 Blockouts
 Rates by date, day, time, course of play, player type
 Help screens
 Controls league play
 Comprehensive marketing system
 Easily interfaces to MS Excel and MS Word



SOFTWARE AND SERVICES







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Impact: The Golf Swing's Most Critical Position Everything we do before striking the ball-from focusing on your target...

Celebrity Interviews

Jackie Burke Jr

He walked away from the competitive arena of his sport the same way Michael Jordan and John Elway did: at the top of his game.

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Pajaro Valley Originally found Pajaro Valley off

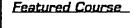
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Greens.com's mission is to be the global market leader, providing a complete eBusiness solutions for the golf industry, including:

- A best-of-class Course Management Platform
 - o Internet tee time management
 - o Point-of-sale and inventory management
 - o Handicap tracking for golf course associations
 - o Call center outsourcing
 - o Effective business intelligence and customer management capabili
- A B2B Net Market for golf industry trading partners
 - o Grass / Seed / Fertilizer / Chemicals
 - o Course Maintenance Equipment
 - o Golf equipment, apparel and accessories fulfillment
 - o Food and Beverage Supplies
 - o General Supplies
 - o Golf Carts
- "Powered By" offerings that enable B2B and B2C web sites and portals t following golf-related services:
 - o Tee Time Reservations
 - o Golf Travel
 - o Online Instruction
 - o B2B Net Market
- Telecommunications Services
 - o Virtual Private Networking (VPN) / Intranet / Extranet
 - Long Distance Service / Voice over IP
 - o Local Access
 - o Internet Access
 - o Wireless Voice and Data

If you are a golf course owner or manager and want to receive more informati Greens.com products and services, <u>click here.</u>

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There are over 1500 courses in the Greens.com family. We provide a Web site one of our member courses complete with a picture, graphic layout, and descr each hole. We also provide you with up-to-the-minute weather conditions and door directions--all to help you find the best place to tee it up and swing for t We bring more and more courses online every week, so check back often. Bel view the web sites for the courses that are online now, and also a list of cours be coming online soon.

Greens.com has 140 courses online.

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Courses Coming Online Soon

AJ Jolly Golf Course	KY	Alexandria
Aspen Lakes Golf Course	OR	Sisters
Augusta Ranch Golf Course	ΑŻ	Mesa
Beechwoods Golf Course	PA	Falls Creek
Bishop Country Club	CA	Bishop
Black Butte Ranch	OR	Sisters
Brighton Crest Country Club	CA	Friant
Buchanan Fields Golf Course	CA	Concord
Champion Lakes Golf Course	PA	Bolivar
The Cliffs	TX	Graford
Crooked River Ranch Golf	OR	Crooked River
Culbertson Hills Golf Resort	PA	Edinboro
Ebensburg Country Club	PA	Ebensburg
Elmridge Golf Club	СТ	Pawcatuck
Flying L Ranch Golf Course	TX	Bandera
Fox Run Public Golf Course	PA	Beaver Falls
Grandview Golf Club	PA	York
Lake Houston Golf Course	TX	Huffman

Lenape Heights Golf Course	PA	Ford City
Maplewood Golf Club	WA	Renton
Marcus Pointe Golf Club	FL	Pensacola
Newaukum Valley Golf Course	WA	Chehalis
Old Brockway	CA	Kings Beach
 Penn National Golf And Country Club - Founders	PA	Fayetteville
Penn National Golf And Country Club - Iron Forge	PA	Fayetteville
Pruneridge	CA	Santa Clara
Santiam Golf Club	OR	Stayton
Sportsman's Golf Course	PA	Harrisburg
Stewart Peninsula Golf Cour	TX	The Colony
Summit Country Club	PA	Cresson
Three Rivers Golf Course	WA	Kelso
White Bluff	TX	Whitney .
Windmill Lakes	ОН	Ravenna

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Free Golf! - EZLinks rewards you for booking your tee times online! EZLinks will treat you and three of your friends to a free round of golf(including carts) when you book 10 reservations online. Click Here to join the EZ18 Rewards Program

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Palm Springs



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Scottsdale, AZ

Book your tee time at Wildfire!

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Scottsdale

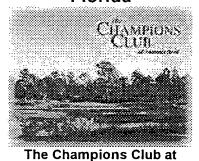
Westin Mission Hills Resort

Rancho Mirage, CA

Book your tee time at Westin Mission Hills!

(30 days in advance; credit card required)

Florida



Summerfield Stuart, FL

Tee it up at The Champions Club!

(7 days in advance; credit card required)



Camelback Golf Club in Scottsdale, Arizona is the EZLinks Featured Course of the Week.





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CA Oakhurst Golf Club

Clayton

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CA	San Geronimo	San Geronimo
CA	San Leandro GC	San Leandro
CA	Sca Ranch	The Sea Ranch
CA	Stevinson Ranch GC	Stevinson
CA	Summitpointe	Milpitas
CA	Sunol Valley	Sunol
CA	Tahquitz Creek Resort	Palm Springs
CA	Tilden Park GC	Berkeley
CO	The Ridge at Castle Pines	Castle Rock
CT	Lyman Orchards	Middlefield
FL	Atlantis Country Club	Atlantis
FL	Bobcat Trail	Northport
FL	Champions Club - Summerfield	Stuart
FL	Cimarrone Golf And Country Club	Jacksonville
FL	Colony West	Tamarac
FL	The Colony	Bonita Springs
FL	Eastwood Golf Club	Orlando
FL	Gateway GC	Fort Myers
FL	Gulf Harbour Golf & Country Club	Fort Myers
FL	Westin Innisbrook Resort	Palm Harbor
FL	International Golf Club	Orlando
FL	Kissimmee Oaks	Kissimmee
FL	The Legacy Golf Club	Bradenton
FL	Lost Oaks of Innisbrook	Palm Harbor
FL	Pelican Marsh	Naples
FL	Pelican Sound	Estero
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FL	Remington Golf Club	Kissimmee
FL	Tiburon Golf Club	Naples
FL	Trophy Club of Orlando	Longwood
FL	Twin Rivers GC	Oviedo
FL	Waterlefe	Bradenton
FL	Wildcat Run	Estero
FL	Windermere Country Club	Windermere
FL	Faldo Golf Institute	Orlando
GA	Alpharetta Country Club	Alpharetta
GA	Emerald Pointe	Lake Lanier Island
GA	The Georgian Resort	Villa Rica
GA	Renaissance Pineisle Resort	Lake Lanier Islands
GA	Savannah Harbor	Savannah
GA	Marriott's Stone Mountain	Stone Mountain
Н	Koolau	Kaneohe-Oahu
Н	Poipu Bay Golf Course	Koloa, Kauai
	•	

${ m IL}$	Chalct Hills GC	Cary
Π	Eagle Ridge Resort	Galena
Π L	Hilldale Golf Club	Hoffman Estates
${ m IL}$	Marriott's Lincolnshire	Lincolnshire
${ m I\!L}$	Old Orchard	Prospect Heights
IL	Plum Tree National GC	Harvard
IL	Thunderbird	Barrington
Π	Willow Crest	Oak Brook
IN	Wildcat Creek	Kokomo
LA	Oak Harbor	Slidell
MD	Patuxent Greens	Laurel •
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MI	Coyote Golf Club	New Hudson
MI	Grand Traverse Resort and Spa	Traverse City
MI	Interlochen	Interlochen
MI	Lakes of the North	Mancelona
МО	Branson Creek	Hollister
МО	Marriott's Tan-Tar-A Resort	Osage Beach
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MS	Mississippi National	Gautier
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NV	Desert Inn Casino and Resort	Las Vegas
NV	Desert Rose	Las Vegas
NV	Edgewood Tahoe	Stateline
NV	Las Vegas Golf Club	Las Vegas
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NV	Painted Desert GC	Las Vegas
NV	Sierra Nevada	Genoa
NV	WildHorse GC	Henderson
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NJ	New Jersey National	Basking Ridge
NJ .	Pine Barrens	Jackson
NJ	Tamcrest	Alpine
NY	Centennial Golf Club	Carmel
NY	Harbor Links	Port Washington
NY	The Golf Club at Mansion Ridge	Monroe
NY	Pine Hills	Manorville
NC	Charlotte Golf Links	Matthews
NC	The Divide	Matthews
NC	Taberna Golf Club	New Bern
NC	The Tradition	Matthews
ОН	<u>EagleSticks</u>	Zanesville
OH	Majestic Springs	Wilmington
ОН	Rickenbacker Golf Club	Groveport
PA	Hartefeld National	Avondale

PA	<u>Toftrees</u>	State College
SC	Eagle's Pointe	Bluffton
SC	Hunter's Creek	Greenwood
SC	Tega Cay GC	Tega Cay
SC	Tidewater Golf Club	North Myrtle Beach
SC	Willow Creek Golf Club	Greer
TN	Nashboro Golf Club	Nashville
TN	River Islands Golf Club	Kodak
TN	Stonebridge	Memphis
TN	Stonehenge Golf Club	Fairfield Glade
TN	Temple Hills Golf Club	Franklin
TN	Windtree	Mt. Juliet
TX	Westin LaCantera	San Antonio
VA	The Crossings	Glen Allen
VA	Cypress Point	Virginia Beach
VA	Hell's Point	Virginia Beach
VA	Heron Ridge	Virginia Beach
VA	Honey Bee GC	Virginia Beach
VA	Red Wing Lake GC	Virginia Beach
VA	Riverfront GC	Suffolk
VA	TPC of Virginia Beach	Virginia Beach
VA	Westfields Golf Club	Clifton
VT	Vermont National CC	South Burlington
WA	McCormick Woods Golf Course	Port Orchard
WI	The Bog	Saukville
WI	Geneva National Golf Club	Lake Geneva

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Lake Geneva

WI Grand Geneva Resort and Spa

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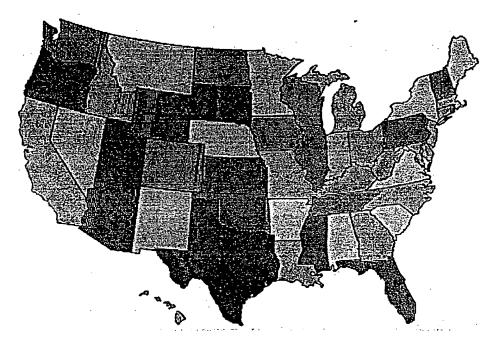
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What's New

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May 25: Tiger returns to defend the Memorial Tournament

May 24: Updated PGA Top 50 Money List

May 23: New golf courses in MA from Cape Cod Golf Association

May 22: Mickelson wins Colonial in Fort Worth

May 22: Victory for Sorenstam at Beavercreek (LPGA)

May 22: Quigley winner at Kansas City (SPGA)





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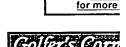
Golf Vacations, Tour Packages...

Discounts & Promotions

Great Deals on Golf...

NOW OPEN!

- Gift Pack
- Member Discounts
- Free 2nd Day Air
- Score Tracking
- Trade-in your Old Clubs



WEEKEND PREVIE

Is Faldo Fading Into Sunset?

There's Something The Course LPGA, SPGA results





This month's giveaway: Taylor Made Super Steel Irons

Find the best Deals on the Most Popular Golf Products & Apparel Lowest Prices Anywhere

Guaranteed! Member Only-Discounts & **Promotions**

The Cool Comfortable Tan-Through Shirt



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Jack Ni **Autogri** Champions

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Going on Vacation? Need to find that special course near your destination? The Golf Network provides the easy solution. View some of the finest golf courses in the country. Call and make arrangements to play. Don't forget to mention the Golf Network, some of these courses offer incentives.



Select Golf Course Destination

Alabama	<u>Indiana</u>	Nebraska	South Carolina
Alaska	lowa	<u>Nevada</u>	South Dakota
Arizona	Kansas	New Hampshire	Tennessee
Arkansas	Kentucky	New Jersey	Texas
California	Louisiana	New Mexico	<u>Utah</u>
Colorado	Maine	New York	Vermont
Connecticut	Massachusetts	North Carolina	Virginia
Delaware	Maryland	North Dakota	Washington
<u>Florida</u>	Michigan	<u>Ohio</u>	West Virginia
Georgia	Minnesota	<u>Oklahoma</u>	Wisconsin
Hawaii	Mississippi	Oregon	Wyoming
Idaho	Missouri	<u>Pennsylvania</u>	
Illinois	Montana	Rhode Island	International









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Georgia Courses

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- Resorts Driving Ranges
- Golf Schools
- Timeshares
- Real Estate X rucT Travel

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Golf Course	Location
Cobblestone Golf Course	Acworth, GA
River Point Golf Club .	Albany, GA
Stone Mountain Golf Club	Stone Mountain, GA





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Georgia Resorts

- Courses
- Resorts
- Driving Ranges
- Golf Schools
- Timeshares
- Real Estate
- Tour & Travel





Resort	Location
Chateau Elan	Atlanta Area, GA
Golden Isles	Brunswick, GA
Golden Isles	Golden Isles, GA
Jekyll Inn	Jekyll, GA
Golden Isles	Jekyll Island, GA
Golden Isles	Little St. Simon's Island, GA
The Westin Savannah Harbor Resort	Savannah, GA
Golden Isles	Sea Island, GA
Golden Isles	St. Simon's Island, GA
King & Prince Beach Golf Resort	St. Simon's Island, GA



The Golfer's Corner



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Release Date: May 2000

Publication: Atlanta Sports & Fitness Magazine

Circulation: 70,000

Fit For Thought -- Anytime is Tee Time!

TheGolfNetwork.com is the nation's first full-service Internet golf portal. The Golf Network (TGN) tries to provide growth opportunities for its business partners in the golf industry. One of the most intriguing aspects of TGN is the real-time online tee time reservation system and 24-hour call centers which serve an estimated 300 golf courses across the nation.

In addition, golfers can now use TGN to buy golf-related items, retrieve information on training programs and make travel arrangements through its Golf Destination Hotel program.

Purchasing golf equipment and accessories through eGolfMall on TGN has made the golfer's life easier. You can plan and arrange a trip and shop for what you'll need at the same time! Products also include those that might appeal to a golf lifestyle, such as cigars, clothing and travel accessories.

Visit www.thegolfnetwork.com for more information.

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About Our Obervices

Established in 1993 to provide a more efficient and user-friendly method of reserving tee times at golf courses, The Golf Network is a rapidly growing network of member courses and golfers nationwide! The Golf Network specializes in managing tee time phone-in reservations for golf courses by utilizing live reservation attendants to service golfers needs 24-hours a day, and of course, our Internet Tee Time Reservation service is also available. Golfers love to use this system because of the convenience and speed, and golf course management personnel are delighted with the effectiveness and ease of use!



How Do Golfers Benefit?

Our service allows golfers the convenience to make tee time reservations with any of our member courses anywhere in the United States! A 24-hour liveattendant call center assures prompt and efficient handling of golfer's requests. The ability to make reservations directly on this web site adds to the convenience for our golfers.

We also have additional areas of interest for golfers such as:

- * Chat and email the lowest prices on clubs & equipment
- * Golf Resorts for vacations and trips!
- * Golf Schools and Instruction to develop your skill or learn the game from tee to green!
- * Discounts and Promotions specials deals for golfers!
- * Timeshare opportunities and Real Estate listings!
- * More Categories are being added all the time!

Using The Golf Network allows my staff to provide better customer service. No more interruptions by a constantly ringing phone.

Everyone - golfers and staff - are so much happier!

Barry Kurokawa, Pro Shop Manager, Portland, OR.

How Do Golf Courses Benefit?

Have you considered changing your greens fees, yet you're at a loss for solid information to base your decision on? Have you thought about offering promotions but you're not sure who to target or just exactly what time or what days you should offer them? How much do you know about the people who play your course? Where do they come from? How often do they play? These are but a few of the questions facing course managers.

The Golf Network reservation system collects a variety of information about each golfer that plays your course. In addition, you'll now have access to information about your course play that in the past was either manually generated or perhaps not even known.

Information is power, and the reports generated from our system will empower you to make successful management decisions for your course it all translates into INCREASED REVENUE and INCREASED PROFITS!

There are many advantages to joining The Golf Network! Here are just a few:

- * Joining our network places your course among some of the nation's busiest golf courses. You'll enjoy an increase in rounds of golf played at your course.
- * Customer service is more important than ever. When you join The Golf Network, you'll be providing your golfers a higher level of customer service by allowing our extensively trained live reservation attendants to handle their golfing needs. No more complaints from golfers about busy signals or hurried employees behind the counter.
- * As a member course, your pro shop staffing costs will decrease and employee morale will increase by redirecting your phone-in reservations to our central call center. This really helps improve your bottom line and increase productivity.
- * All member courses receive free promotion through the many advertising mediums utilized by The Golf Network. As a result, you should realize a reduction in your advertising budget, which translates into increased profits for your course!

The Golf Network has provided me with a solution that few service providers have been able to do in my 25 years managing golf courses. They've helped me reduce staff costs and bring organization to what was otherwise disorder when we took calls ourselves. They really do add value and golfers love it!

Byron Wood Concessionaire, Heron lakes Golf Course

Contact us for more information on how you can benefit from The Golf Network.

1-800-494-3100

Email: sales@golf-network.com





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May 25, 2000



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Don't Miss It! GolfUS.com

Gazette click here to sign up for our weekly newsletter!

Tee Time Auctions Auction is NOW OPEN !!!

If this is your first visit, you must see our Tee Time Auction section and participate as we auction off rounds of golf from over 80 golf courses this week.



This week's new course is Fishback Golf Club in Lebanon, IN. This 9-hole course is great for learning and practicing your short game. The Eagle Pointe Package sold for about \$375. That is a savings of \$225 (Awesome)! Next week will see the addition of our first Illinois course and several more from Indiana.

What's New

Here comes the NGA/Hooters Tournament

The NGA/Hooters Tournament will be making a stop at Cobblestone Golf Course in Kendallville, Indiana the week of June 18th. There is an Open Qualifier on June 18th that is opened to everyone. We invite you to stop by and give it a shot. If you are interested in sponsorship opportunities, please contact Jeff Huffman, Head Professional at Cobblestone. More information can be found at www.cobblestonegc.com.

Coyote Crossing opening in June!

The new Coyote Crossing Golf Course in West Lafayette, IN is scheduled to open June 6. Opening day festivities include an 18-hole round by course designer Hale Irwin. The public is invited out to participate in all events and we can't wait to bring you a course review (By the way, we do accept invitations to play before Opening Day!). For more information go to www.coyotecrossinggolf.com.

Design Services

Recently Released Web Sites

Looking to build a web Killbuck site for your course or golf business, click here? GolfUS.com has developed web packages for over 100 golf courses.

(IN) Ironwood (IN) <u>Indian</u> Quail

Mystic Hills (IN) Saddlebrook (IN) Ridge (OH) Rozella Ford (IN)

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Fun Sections

Pro Tics Golf Games Course Reviews Handicap Calculator Fantasy Golf League

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savings! Order Here

Crossing Coffin (IN)

"I just wanted to drop you a note to tell you how happy I've been with my web site since it went up in September. Even during the winter months we continue to get numerous 'hits' and even booked a new outing in March with six inches of snow on the ground!
I'm pleased with the look of the site and how easy it is for

ground!
I'm pleased with the look of the site and how easy it is for visitors to navigate through it. I'm really looking forward to the coming season and seeing how our site will increase our exposure throughout the area. Thanks for your help in design suggestions and your prompt attention to my questions and concems.

Jay Williams
PGA Professional, Briar Leaf

Golf Club LaPorte, IN Web Sites Coming Soon

Indian Ridge
(IN)
Oak Knoll (IN)
The Fort (IN)
Seymour CC
(IN)
Westwood (IN)
Country
Meadows (IN)
Palmira (IN)

Cardinal Hills (IN) Valley View (IN) Pond View (IN) Minne Monnese (IL) Fishback (IN) Logansport Golf (IN) Sarah Shank (IN)

Featured Bolf Courses

Bird Creek Golf Club (Port Austin, MI)
Want to play golf in a beautiful setting overlooking a lake? Here's your chance.

Cherry Hill Golf Club (Fort Wayne, IN)
This 18-hole beauty is always in great shape.
Located in Fort Wayne, you won't find a better
course in the city.

Course Reviews

By Jim Morgan, GolfUS.com Playing Editor This week we sent Jim down to <u>Saddlebrook Golf Club</u> in Indianapolis, IN. With new ownership and a new Head Pro the course is a joy to visit.....for more CLICK HERE.

By Matt Hunter, GolfUS.com Playing Editor You've heard a lot about it, but see what we thought of the new Fuzzy Zoeller course in Edinburgh, IN. Timbergate Golf Club will test every shot in the bag....for more CLICK HERE.

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Tee Time AUCTIONS

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Kentucky
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Golf Coupons
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Golf Courses

This section allows you to access state maps with links to all area golf courses that have web sites. These golf course web sites allow you to find rate information, directions and course coupons. Click on the map or use the text links below.

Indiana Illinois Kentucky Michigan Ohio

If you know of a golf course that has a web site that we have not listed then please visit our golf course <u>submission page</u>. Just send us the golf course's name, location and web site address.



Round of the Day Monthly Giveaway Free Golf Clubs Win Free Golf

Pro Tips
Golf Games
Course Reviews
Handicap Calculator
Fantasy Golf League

Preferred Player's Guide to Indiana Golf



Do you have your 2000 edition? Order Here

For more information regarding Stay-n-Play and Travel packages click here.



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Tee Time **AUCTIONS**

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of the Golf US Gazette

Newsletter

enter e-mail address:

First weekly edition

March 6th!

GOLF US is a web site developed for golfers in Indiana, Ohio, Illinois, Michigan and the surrounding Midwest. We try to provide low cost advertising opportunities for merchandisers, Pro Shops, manufacturers, retailers and the courses themselves in order to bring all aspects of the golf community to one central site. It is this cooperative marketing that allows us to focus on the needs of golf courses and businesses, as well as the needs of the golfers.

GOLF US was created in the spring of 1998 and in 1999 we were able to expand our presence in Indiana, while stretching into Illinois and Ohio. Currently, we have developed over 100 golf course web sites and we look to continue this rapid pace. Our services now include e-commerce applications, online registrations and consultation on all Internet systems.

The year 2000 promises to be highly exciting for the staff here at GOLF US. We have added several new features to attract and keep the interest of golfers throughout the nation. These features include our Fantasy Golf League, Round of the Day contest, Betting Game of the Week and our online Tee Time Auction. This auction will include dozens of tee times each day and will generate tremendous coverage across the state. It will also make it considerably easier for you (Club Pro, Course Manager, etc.) to develop your own unique web presence at no cost.

GOLF US is a golf course design company that will continue to work and grow with all types of facilities. If you're interested in our design packages please click here. To see if your course is eligible to trade tee times for our services please fill out our brief contact form. This eligibility is based solely on your location and if we aren't in your area yet, we will be shortly.

Feel free to view our client list and testimonials.

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Course Reviews Handicap Calculator Fantasy Golf League

Preferred Player's Guide to Indiana Golf



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wember Multi- Liberaria

LINKETIME

Now available! Reserve tee times with your Palm VII.

Click here for more info.

Hey, Washington Golfers! Want to win Mariners tickets and free tee times? <u>Click here for the details.</u>

Congratulations to this week's winner, Kevin Luschei

Welcome to LinksTime.com

We take the hassles out of finding and making tee time reservations. No more busy phone lines, inconvenient calling times, and dependency on the reservation desk being open. In fact many of our member courses offer advance tee times when booking over the Internet.

Now when your playing partner is on the telephone, go to the LinksTime.com site, check your <u>favorites</u>, and book your time. You make your times, on your time! Want to see for yourself? Click on the <u>Try a Demo button</u>. and take a look! If you like what you see, and we think you will, go to <u>SIGN ME UP</u>, and get ready to book your next time!

Special! Your first reservation is now on us! No convenience fee will be charged the first time you make an online tee time reservation.

Plus, get a free one-month subscription to the Web Street Golf Report when you complete the demo!

Log in

Try a Demo

Online Courses

FAC

Sign Me Up

Feedback



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Demonstration

Get a free one month subscription to the Web Street Golf Report when you finish this demonstration of the LinksTime.com tee time reservation system.

Take our demonstration to see for yourself how easy it is to reserve a tee time.

This demo is connected to our sample golf course only, so you will not be charged our standard US \$1.50 convenience fee per golfer to make a sample reservation, nor will you be able to simultaneously inquire about tee time availability at multiple golf courses like you can in our main reservations area.

Follow these 4 easy steps to make your tee time request. Click on the Send button after you make your selections.

O Step 1:

Choose the date clicking on the ra date. If you want name of the month.

e you want to play from the calendar below by radio button immediately below the desired) EANCH
t to choose a date in another month, click on the	

	Date Se	elected:		None		June
		M	ay 200	פפ		
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14	15	16	17	18	19 .	20
21	22	23	24	25 C	26 (27 C
28 C	29 C	30 C	31 <i>C</i>			

9 Step 2:

Select your preferred tee time.



Q	c	٠.	_	2	
4	St	LE	μ	_	

Enter the number of golfers in your group.

 c_2 c_3 c_4

O Step 4 (optional):

If you want to rent power cart(s), pull cart(s) or sets of clubs, please select quantity below.

Power Carts:

Z

Pull Carts:

- X

Club Rentals (sets):

Send

Demonstration

Get a free one month subscription to the Web Street Golf Report when you finish this demonstration of the LinksTime.com tee time reservation system.

Take our demonstration to see for yourself how easy it is to reserve a tee time.

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Follow these 4 easy steps to make your tee time request. Click on the Send button after you make your selections.

O Step 1:

Choose the date you want to play from the calendar below by clicking on the radio button immediately below the desired date. If you want to choose a date in another month, click on the name of the month.

	Date Se	elected:		None		<u> </u>
		M	ay 200	00		
Sun	Mon 1	Tue 2	Wed 3	Thu 4	Fri 5	Sat 6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
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28	29	30	31	C	C	(
20 C	<u> </u>	<u> </u>	<u>C</u>		ź	

O Step 2:

Select your preferred tee time.



9 Step 3:

Enter the number of golfers in your group.

 c_2 c_3 c_4

○ Step 4 (optional):

If you want to rent power cart(s), pull cart(s) or sets of clubs, please select quantity below.

Power Carts:

ASAM

Pull Carts:

Club Rentals (sets):

Send

MYGOLEIME

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Course Q&A ©
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Strategic Partners ©
Careers ©

MYGOLFTIME Overview

Twenty-four hours a day, 365 days a year, golfers can make reservations to play at a public or semi-private golf course almost anywhere in the world.

MYGOLFTIME is the largest state-of-the-art online golf Tee Time reservation system in the world. It enables golfers to choose the exact location and time they want to play — whether their destination is the foothills of Myrtle Beach, South Carolina; the beaches of Honolulu, Hawaii; the rolling hills of Dublin, Ireland; the mountains of Melbourne, Australia, or any point in between.

Along with our reservation system, we provide the global golfer in-depth information on MYGOLFTIME's members' courses, including:

- · Views of the specific holes
- Terrain descriptions
- Golf course ratings
- Amenities information, such as driving range, locker/shower facilities, club rentals, and children's programs
- Schedules of major events and tournaments
- · Profiles of golf professionals
- · Golf course architects and designers
- · Pro shop descriptions
- Travel information
- Area lodging and resort information
- · Full mapping capability with driving directions

In addition to our Tee Time reservation system, MYGOLFTIME offers a variety of other benefits:

- E-mail newsletter highlighting select destinations, golf course discounts, special golf packages and more
- Online shopping for golf equipment and gear
- Weather forecasts for any location around the world
- Automatic entry in special MYGOLFTIME contests and giveaways

No where else can golfers instantaneously access so much information and so many golf opportunities.

Overview - Course Registration - Course Information - Course Q&A
Player Signup - Strategic Partners - Careers

About - Contact info@mygolftime.com

Website Created, Hosted & Maintained by WildCard Systems, Inc.

MYGOLFTIME Course Information

Wouldn't it be terrific if there was a way you could substantially increase play on your golf course and boost revenue without investing more marketing dollars?

Now there is: MYGOLFTIME

MYGOLFTIME is the largest state-of-the-art online golf Tee Time reservation system in the world. It enables travel agents and golfers to make reservations to play at public or semi-private golf courses almost anywhere in the world.

What's in it for you? The benefits of being a MYGOLFTIME member course include:

- Increase play and income at your course.
- Get paid in advance...Receive greens and cart fees via within five days of the confirmed reservation.
- Exposure to millions of Internet users around the world in one easy-touse comprehensive site.
- Being one of a limited number of select courses in your area that are included in the MYGOLFTIME program.
- Exposure to over 47,000 travel agents around the world who are members of the SABRE Travel Information Network®.
- Maintaining complete control of the Tee Times you make available to MYGOLFTIME users.

In addition to increased course activity, we profile your golf course using information you provide us:

- Views of the specific location
- · Terrain descriptions
- Golf course ratings
- Player discounts and special golf packages
- Amenities information, such as driving range, locker/shower facilities, club rentals, and children's programs
- Schedules of major events and tournaments
- Profiles of golf professionals
- Architect
- Pro shop description
- Travel information
- Area lodging and resort information
- Full mapping capability and driving directions

No where else can you get such outstanding promotion and publicity at virtually no cost. What have you got to lose except empty tee times? Simply complete the <u>Course Registration form</u> and we'll send you the Participation Agreement.

MYGOLFTIME Can Make Your Mondays Look Like Sundays

No expensive computer equipment needed.

Register Online to become a MYGOLFTIME Member Course

- All tee times are pre-paid in advance.
- Sabre has over 30,000 offices booking over three million reservations everyday.
- Sabre, the world leader in information technology for the travel and transportation industry.
- You control when tee times are made available and when they are restricted.
- You control how far in advance tee times can be booked.
- Your golf staff always has complete control of the tee sheet.

View the MYGOLFTIME Multimedia Flash Demonstration

MYGOLFTIME Golf Course Questions and Answers

Download the MyGolfTime Color Brochure (Adobe Acrobat Required)

Request More Information

<u>Overview</u> - <u>Course Registration</u> - <u>Course Information</u> - <u>Course Q&A</u> <u>Player Signup</u> - <u>Strategic Partners</u> - <u>Careers</u>

About - Contact info@mygolftime.com

Website Created, Hosted & Maintained by WildCard Systems, Inc.



On-line Palm Springs Golf Bookings - Our Golf Expert Help Form

Golf Packages - from \$205 for two.

Accompdations and choice of 15 top courses.

Summer Sale!

- Great courses at bargain prices-up to 70% off Winter rates!
- Advance tee times at standby rates!
- · Guranteed tee times at near passbook rates!



How It Works:

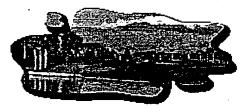
- Fill in the appropriate form and hit the "Submit" button.
- 2. A credit card guarantee is required before we initiate bookings. We offer optional payment
- methods, including a 3% discount if you pay by check.

 3. There are no surcharges for most courses. You will pay no more than if you did it your self.
- 4. If necessary we can respond with confirmed bookings within 24 hours.
- We provide confirmation and vouchers by mail or fax
- Tee times may be cooked from 2 to 50 days in advance. One year for large groups.



Palm Springs Tee Times was founded in 1987 and is the original tee time service in the Palm Springs area. We offer a large inventory of guaranteed tee times on 30+ courses from 2-60 days in advance.

You can <u>Book On-line</u> or we will work with him in construct a tailor-made intinerary.



Need Help?

If you need advice fill in this <u>help form</u> and our golf experts will call you to construct an itinerary that its your requirements, and will then book it. - <u>Our short</u> help form.

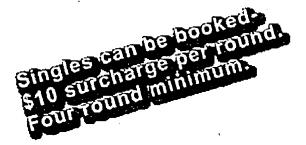


discoun irmed bookings

The fine print in Large Print important information:

- 1. Minimum booking is a foursome for a day or a twosome for two days. \$20,00 surcharge for twosomes with only one day of play
- Singles can be booked surpharge 310,00 dat round (minimum four rounds.)
- 3. Credit cards run 1-day ahead of first day of the Check payments due 5 days in advance of
- 4. 3% Discount if paying by check:
- 5. Replays can be advance-booked at substantial
- Some discounts available for groups of 18 or more.





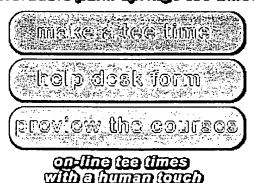
The Ground Rules: Important Information:

1. Cancellation policies - Fees refunded if canceled 72 hours or more in advance. Cancellation fee is \$25.00 per day for 4 players or less, \$5.00 per round for more affordable palm springs (ee) (limes than 4 players. 100% non-refundable if canceled inside 72 hours or if -"no show."

2. Changes - Rebooking fee of \$25.00 if changes are substantial. We are the sole authority for defining "substantial."

Rain - The various courses have different rules. Most will give full refund if the course is officially closed or will reschedule your time. Several courses will not give refunds if you start play.





Affordable Paim Springs Tee Times is provided as a special service to the readers and users of The Palm Springs Desert Golf and Tennis Guide.

Visit us online at http://www.desertgoifquide.com for the only official guide to Palm Springs area Golf and Tennis.

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TeeTrme Links

The service is available to daily-fee, resort and semi-private golf courses.

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In the News netcaddy.com

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community.

The 2000 PGA Merchandising Show Was a Great Success

See the pictures of our booth



welcome faq

list of golf courses

sign up login

contact
security

frequently asked questions

- D: What is NetCaddy Tee Times?
- NetCaddy Tee Times is a new and better alternative to finding tee times. Rather than calling courses all day long, fighting busy signals, and waiting on hold to try and find a tee time to fit your needs, you can search the entire area with the click of a button. And when you find the perfect tee time, you reserve it -- right over the web!
- O: So what's so great about NetCaddy Tee Times?
 - NetCaddy Tee Times has several advantages over the traditional telephone based methods of finding a tee time:
 - Search all of the participating golf courses in your area with one click
 - Because NetCaddy Tee Times is accessed through the internet, there are no busy signals
 - NetCaddy Tee Times reminds you of your tee time.
 - On most golf courses, NetCaddy Tee Times offers advanced booking available only through the web.
- Q_2 OK, it sounds good, but how much does it cost to sign up?
- To sign up for NetCaddy Tee Times is free. Simply follow the Sign Up menu option and fill in your necessary information.
- Q: Great, so its free?
- To sign up for NetCaddy Tee Times is free; however, there is a small transaction fee for each tee time you reserve.
- $\mathcal{O}_{\mathcal{I}}$ So I can search all of the courses in the area?
- NetCaddy Tee Times is adding more golf courses every day. You can view the list of participating golf courses by using the List of Golf Courses menu option on the left. If your favorite course isn't on the list yet, be sure to ask them to participate in NetCaddy Tee Times.

WHY ETEETIME COM

eteetime.eom is an internet site that allows goliters to make tee time reservations on-line FREE of charge. Golfers simply go to the etectime.com site, specify the course and schedule their tee time.

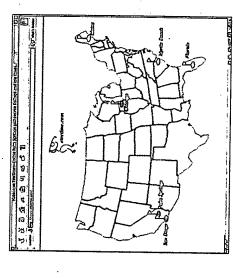
Here's why your course should be part of etectime.com.

BENEFITS TO THE GOLF COURSE

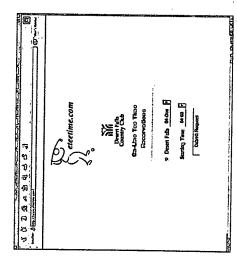
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- · We Warket on The World Wide Web
- o We Send You MEW Gollers
- o Your Times Sold 24 Hours a Day, 7 Days a Week
- Your Web Site Gan be Rod United
- o Your Goffers Return Ageth and Ageth
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- o No Need to Change The Way You Do Business
- ONO CHARGE UNLESS TIME IS SOLD
- o No Weilling....Gell Todayl

IT'S THIS SIMPLE FOR THE GOLFER

- Golfer Selects a Day and Time
- Golfer Secures Time With Credit Card
- Golfer Receives <u>Instant</u> Confirmation
- Golfer Never Pays a Service Charge



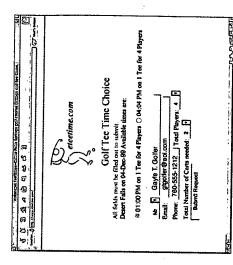
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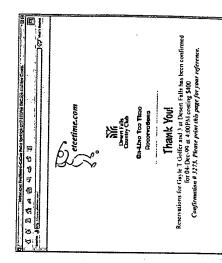
2. SELECT DAY AND TIME

GOULRSE
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3 FOR
STHINS SUMPLE

- You Decide Which Times to Offer on The Internet
- You Decide The Green Fee Per Player
- We Advise You of each Sale
- We Prepay You



3. BOOK YOUR TEE TIME



A. CONFIRM YOUR TEE TIME

Disc

• Oa

Go.

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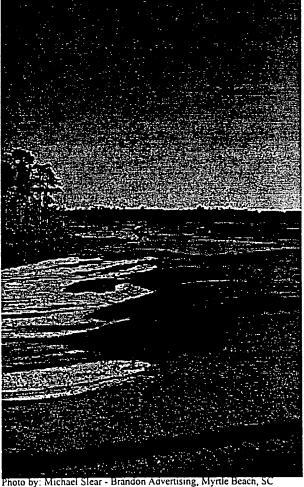
Shallotte, NC (Myrtle Beach Area)

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